4.1 Motivation and Emotions

Maslow's Hierarchy of Needs

Need for self-fulfillment

The need to live up to one's fullest potential, using one's talents and pursuing one's interests

Aesthetic Needs

The need for order and beauty in one's surroundings

Cognitive Needs

The need for knowledge and understanding of things

Esteem Needs

The need for self-esteem; the need to achieve, to be competent; the need for recognition and respect from others

Belongingness and Love Needs

The need to love and be loved, to belong and be accepted; the need to avoid loneliness and alienation

Safety and Security Needs

The need to feel that the world is organized and predictable; the need to feel safe, secure and stable

Physiological Needs

The need to satisfy such basic needs as hunger and thirst

Maslow's Hierarchy of Needs

- What is an example of each of the stages?
- How does this theory include both biological and social motivation?
- Why does this model not explain the order in which most people fulfill their needs and

The World of Emotions

- Our emotions are a large part of what makes us human

The World of Emotions

- Emotions can motivate us to act
- For these reasons, psychologists are very interested in understanding the role of emotions in our lives

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Joy

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Acceptance

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Fear

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Surprise

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Sadness

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Disgust

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Anger

Robert Plutchik's Model of Emotions

- This model assumes that there are 8 primary emotions:

Love
Submission
Awe
Disappointment
Remorse
Contempt
Aggressiveness
Optimism
Joy
Acceptance
Fear
Surprise
Sadness
Disgust
Anger
Anticipation

The World of Emotions
3 Components of Emotions

- Psychologists say emotions are made up of three major components:

1. **<u>Cognitive Component</u>**

The mental state, the conscious feeling of being happy, sad, angry, or excited.

2. **<u>Physical Component</u>**

Physical characteristics that accompany emotional reactions, such as tensed muscles, increased energy, pounding heart and changes in body temperature

The World of Emotions
3 Components of Emotions

3. **<u>Behavioral Component</u>**

Expressing the emotion through actions, withdrawal, body language, or facial expressions

The World of Emotions
3 Components of Emotions

- Why do we feel emotions?
- Emotions are one of the factors that seem to motivate behavior.
- We usually tend to seek out opportunities that are associated with positive feelings and avoid those that give us negative feelings

The World of Emotions
3 Components of Emotions

- Also emotions may be a survival strategy
- "fight or flight"

Our Emotional Make-up

- Several factors shape who we are emotionally:

Heredity

We do inherit some of our emotional capacities, although to what extent is still up for debate.

We are all born with the capacity to be excited, related to fight or flight, however tendencies towards particular behavioral reactions may be inherited

Our Emotional Make-up

- Several factors shape who we are emotionally:

Learning

Our emotional make up is largely determined by our learning experiences, especially from the early years

Life experiences, and the examples set for us by others provide models for us to follow in our emotional reactions to new situations

Our Emotional Make-up

- Several factors shape who we are emotionally:

Maturity

Emotional feelings and reactions can develop and change over a lifetime

Different experiences as a child, parent, grandparent

Love

- Children's emotional development

- Two types of love

Passionate Love

- What we associate with romance and is characterized by intense emotions
- Leads to crushes, infatuations, and love at first sight

Love

Passionate Love

- Feel lonely when apart from the other
- Is sometimes short lived and can turn into companionate love

Companionate Love

- Calmer and more enduring
- Feels stable and reliable and is based on common interests and goals

Love

Companionate Love

- In "real life" many relationships have elements of both kinds of love

3 Major Ingredients in Love

Cognitive Psychologist Robert Seternberg has identified three major ingredients of love:

Passion
butterflies in your stomach, excitement

Intimacy
feeling free to talk about anything, being understanding and patient

Commitment
being loyal, needing one another